

Connecticut Industry

We Ask a Few Questions

The next Connecticut General Assembly will be asked to pass upon compulsory non-contributory unemployment insurance.

Do we interpret the feeling of employers of the state, industrial, agricultural and commercial, correctly if we hold that compulsory non-contributory unemployment reserve or insurance legislation is contrary to the best interests of employers, employes, the taxpayer and the people as a whole?

Are we not in line with general thought on the subject when we hold that any standardized voluntary plan cannot be applied generally; but that voluntary plans to meet individual conditions might be profitably offered?

Are we in error when we say that actuarially unemployment is not an insurable risk?

Is there any man or woman who honestly believes that unemployment is the sole responsibility of the employer?

E. Kent Hubbard.

June, 1932

Let's Try Pulling
On The Oars

•

Bureau Work—An
Asset To Industry



**They
Wouldn't
Believe
Their Eyes**

YET there it was thundering down the chute, the coal that he (Billings) had ordered yesterday.

True, Maynard had told him that he never knew what it was to worry over delays in coal deliveries since T. A. D. Jones built his new coal docks in New Haven and Bridgeport. But Billings had his doubts—thought it was just another “inside tip” gone wrong.

Unexpected orders to steam up number three and four boilers left him cold when Laughlin, the engineer, told him there was only a day's supply of coal left. Stumped for a few moments, he recalled Maynard's advice and then 'phoned JONES for a car of New River. And here it was in time to save his reputation as a clever buyer.

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Talk
Series
Number Two*

T. A. D. JONES & CO., Inc.

Bridgeport

NEW HAVEN
Hampton Roads

New York

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of Connecticut, Inc.

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Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 50 Lewis Street, Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription Rates: \$4.00 for 3 years; one year, \$1.50; 20¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.

Connecticut Industry

for June, 1932

Volume 10

Number 6

L. M. Bingham, *Editor*

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Time to *deflate* HEATING COSTS

What hurts isn't so much the cost of the fuel you burn, but the cost of the fuel you *waste*. Yes, waste. That's what keeps heating costs up though other costs of living and doing business have been thoroughly deflated.

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Modern truck with detachable body which facilitates rapid handling, safely.

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Let's Try "Pulling on The Oars"

A MERICAN business has been afloat in a leaky lifeboat for the past two and a half years. Members of its crew have been bailing water like Trojans, but in spite of their efforts, the water line has moved up with each passing month. Although the leaks are growing larger, and the crew wearied of its increasing task, this boat will stop its wallowing and head toward the harbor of "better times" when the captain and all his mates start "pulling together on the oars."

In 1929 and the early part of 1930, men waited patiently for the recession to pass. It stood still. In 1930 and 1931 they bought new glasses and looked for good business "around every corner," but they traveled in circles. As 1932 progresses, even the "Gloom Chasers" of radio fame, fail to penetrate the cyclone cellar abodes of thousands of descendants of our fighting patriots. The patient inarticulate masses and long-suffering business men cry out for a Moses to lead them on (not back) again into a land of plenty. Their cries echo and re-echo in their midst while "do-nothing plan-coining groups" meet, mope and hold each other's hands in every city, town and hamlet of the nation.

Out of Washington has come a much criticized, well-meaning optimism, an honest but deficient remedy for deflation. What might have happened if 75% of the concerns in this country had given support to the President's plan of bolstering business in the early stages, no man knows. Again in the past few months, the government has struck out with a lusty quartette of credit clubs, each designed to kill or alleviate distress in one or more important economic units, and together meant to stop the vicious process of deflation. To date, these clubs have served to normalize the tide of bank failures, to ward off imminent bankruptcy of several large railroads and to give a breathing spell to farmers. But prices have moved relentlessly to new low levels, carrying thousands of business and human wrecks along with them.

The zero hour approaches. Is it better to sit, panic-stricken, outside the door of "good business," hoping that some Divine Providence or infallible



● **WHILE** the business lifeboat flounders, thousands of its crew and helpless passengers are being forced overboard.

economic law will open the door, or unite with your fellow "brothers in misery," and rush it with buying and selling orders? Why not look upon these orders for equipment and raw materials and finished products as the liberty bonds of 1932?

Two Connecticut executives, Charles Ray, president of the Rogers Paper Manufacturing Company, South Manchester, and H. L. Wittstein, president of the Atlas-Ansonia Company, New Haven, have voiced their belief in "rushing the door," which is none other than the Notre Dame system of defense through offense. They believe that recovery will come far more rapidly by "pulling together on the oars" in one mighty nation-wide effort. They believe that the time to organize this movement is now, and that the most effective time to strike is when the congressional chaplain says Amen about June 10. Obviously, to be effective, such an effort must be entered into by an appreciable majority of business concerns, and with the same determination that characterized the liberty loan drives in 1917 and 1918. It must also have teeth to bite its "pound of flesh" from the turntails who default their agreements to buy goods or make loans.

Mr. Ray proposes his plan as a sequence to the Colonel Knox Anti-Hoarding campaign. He suggests that the President should assume the leadership in this campaign to restore normal purchasing practices, which would entail the carrying of stock at a more reasonable ratio to the present rate of production. This, together with the purchase of much needed equip-

ment, long delayed by the caution of fear, Mr. Ray believes, would enable and encourage employers to guarantee employment to their present workers and also aid materially in the employment of additional labor. With any kind of a pick-up in buying, he believes, commodity prices would move upward, marking the beginning of a definite climb toward normalcy.

Aside from securing the leadership of the President, Mr. Ray has not outlined any definite method for accomplishing the desired results, but he suggests that normalized purchasing become a plank in a more complete "action platform" which may include the ideas of many other men from all sections of the country.

Strangely enough, Mr. Wittstein's program provides a specific method for setting both plans in motion. It also permits the addition of other planks to the "action platform." His plan follows:

"1. Set a specific date and time for a meeting in every city, town and hamlet.

"2. Invite to this meeting all executive heads of industrial establishments, wholesale distributing establishments, large department stores and general stores, executive heads of commercial banks or generally speaking, all employers of an appreciable number of employees.

"3. Set up a specific scheduled rate at which the group mentioned in No. 2, other than the bank executives, will agree to increase their number of employees. This can be in the form of a gradual increasing percentage, based on the present number of employees as a starting point, and with the goal set at the normal number of employees which should be on the payroll at the expiration of the scheduled period.

"4. As far as the banking group is concerned—it would function through cooperating to the fullest extent with the other groups, based on good sound banking practice, past performance and records, and a perspective and vision considerably broader than that evidenced during the past two years."

One does not have to search far to find ample proof that men in other sections of the nation are working to start group action. First, the automobile industry launched an aggressive campaign of buying and selling. Then, officers and directors of the Materials Handling Institute, 420 Lexington Avenue, New York, held a meeting in Detroit during the second week of April and, on the strength of encouraging reports from the militant automobile industry, drafted a resolution urging the members of their \$200,000,000 industry "to pledge themselves to throw off the bonds of hesitancy and lethargy which have paralyzed us all in recent months and to set May 1

as the date of a new, intelligent and intensive movement to bring back needed force and courage into our industry." These representatives of a great industry also notified Secretary of Commerce Lamont of their action and urged him to put forth efforts to enlist the cooperation of all other lines of American industry to hasten business recovery. Moved by the action of the Materials Handling Institute officials, Alvin Macauley, president of the Packard Motor Car Company, and also president of the National Automobile Chamber of Commerce, became so enthused over the constructive possibilities that he urged Secretary Lamont to exert his best efforts toward spreading the aggressive buying and selling movement to other industrial groups. The Materials Handling Institute is now urging other trade associations to join with its membership in this united action program.

Sentiment of the country is divided three ways. There is an appreciable number of believers in Adam Smith's theory of the law of "supply and demand." Another ever increasing group believes that man is "master of his own destiny," that through the sacrifice of petty differences to united action, he may pilot his economic bark into the port of "stable business," nevermore to venture on the treacherous flood tide of inflation. Between the first two groups stands a third or neutral group, made up of men who frankly admit complete bewilderment and lack of any strong convictions as to the course which might lead the nation out of its present business morass. Strong leadership, in all probability, would dissolve this neutral group.

Strong convictions and united action are the great needs of the hour. A little thinking out loud,—old fashioned soliloquizing, if you please, may help to kill the skeletons in the closet. With apologies to Shakespeare's blank verse let's put the question this way:

Is it better to break your back and spirit
Bailing water;—while the boat sinks lower, by degrees,
Or sit down together with your brothers
And pull together on the oars,
To fight aggressively;—to feel the mighty surge
Of the inner man, struggling with your business
brother
Toward a noble goal;—to take it on the chin and
go down
Fighting to the last,
If the foe is the stronger,
Or to stand up, hands tied
By a cruel law that sets your fate,
And take the kicks, slams and jabs
Of ill fortune, till you're punch drunk; *Next Page*

Bureau Work— An Asset to Industry

ANTI-ADMINISTRATION factors in both Congress and the press have laid great stress upon the alleged necessity for the reduction of the activities of the Bureau of Foreign and Domestic Commerce of the United States Department of Commerce. Some have even gone to the extreme of suggesting the elimination of the Bureau.

The Manufacturers' Association of Connecticut has, through every medium and by every means at its command, urged the reduction in governmental expenditures, and the elimination of wasteful practices in government. The Association, however, feels that the work of the Bureau of Foreign and Domestic Commerce is highly essential to American industry and commerce. This Bureau is the only government bureau or department which is designed to aid business directly. Labor, agriculture, banking, commerce, the professions and all other lines of human endeavor are served by governmental departments or bureaus. Many of these departments spend comparatively enormous sums of money in the interests of certain groups of citizens, while the Bureau of Foreign and Domestic Commerce has an appropriation of but \$5,000,000 out of the total \$50,000,000 appropriated for the Department of Commerce. It is actually the most productive and in our opinion the least wasteful of federal departments, yet as has been indicated, it is forced to operate its headquarters and ninety-three domestic and foreign offices on an inadequate \$5,000,000.

The Manufacturers' Association of Connecticut is in a position to evaluate accurately the work of the Bureau. Since the members of its staff are intimately acquainted with the details and the operation of the Hartford Cooperative Office, they know the enormous savings which have resulted to Connecticut manufacturers. We have one example alone where a short time ago a single act of one of the Bureau's foreign offices saved a Connecticut factory \$90,000 per year. The Association is in a better position to criticize or commend than many of the apathetic trade executives who have not had direct contact with the Bureau's foreign representatives.

The Foreign Trade Secretary of the Association has just returned from a trip to Argentina, Brazil and Uruguay. This trip was primarily in connection with sales promotion. The thorough cooperation which

our representative received and the high degree of efficiency received particularly from the Sao Paulo and Rio de Janeiro offices is truly indicative not only of the desirability, but of the need for the maintenance and even expansion of the Bureau's foreign work. A representative of the Association will soon be abroad and as usual that representative will be dependent in a great measure for success upon the aid which can be rendered by the European offices of the Bureau. In view of the intimate knowledge which the Association has of the service which the Bureau of Foreign and Domestic Commerce renders both in this country and in the foreign field, we deplore the fact that there are those who feel that a scant five million dollars spent in behalf of industry by the only government agency serving industry directly, is extravagance and should be eliminated in whole or in part.

Let's Try "Pulling On The Oars"

Continued from page 4

To win or lose, and how—

Ah! That is the question;—either way may lead to the same goal,

But times have changed

Since father was a boy,

Some say yes, other say, basically no;

Man no longer takes things for granted,

Inevitable, written in the sand, so to speak,

Science has lit the torch,

Man now sees, dimly at least, in most directions.

It seems that more's to be gained, and quicker

By "pulling together on the oars."

Mr. Business Man, what is your verdict? Have you lost faith in the adequacy of all other unifying forces, save war; or do you believe that the business men of Connecticut and all other states still possess that fearless, cooperative spirit that conquered the western wilderness? Would you, as a representative of your organization, participate in town meetings of business men and lend your earnest support to whatever line of action was decided upon by a two-thirds majority of the business concerns in your community, provided similar action was taken by a two-thirds majority of all towns and cities in the country? Have you sufficient zeal for the cause of unity to give your support to the group cause, knowing that you will be boycotted if you fail to live up to your pledge? What course of group action would you recommend if you are not in agreement with any of the suggestions made in this article?

INDUSTRIAL BRIEFS

Sandy Hook Concern Making Novel Lamp Bases and Shades

The Plastic Molding Corporation of Sandy Hook has recently started to manufacture lamp bases and lamp shades from plastic materials, which are almost limitless in their adaptation and color combination. The product will be merchandised through chain stores.

Scovill Holds Annual Meeting

All officers and directors of the Scovill Manufacturing Company, Waterbury, were reelected at the annual stockholders' and directors' meeting held on May 18. Officers elected were: president and general manager, Edward O. Goss; vice-president and general superintendent, John H. Goss; vice-presidents, George A. Goss, Chauncey P. Goss, Jr., Bennet Bronson; treasurer, Leavenworth P. Sperry; secretary, William M. Goss; assistant treasurers, Frank J. Gorse, John V. Montague; assistant secretaries, Burton P. Hyde, Thomas B. Myers, W. W. Bowers and C. F. Doherty.

Sherman Made Vice-President of the American Oil Burner Association

Rallston M. Sherman, president of the Silent Glow Oil Burner Corporation of Hartford, was elected vice-president and member of the executive committee of the American Oil Burner Association, Inc., at their May meeting in Boston. Mr. Sherman, who has been a director of the Oil Burner Association for the past year, is also president of the Distillate Burner Association. He addressed the morning session on the subject "The Place of the Distillate Burner in the Industry."

Postal Company Made Agent for United Air Lines

The Postal Telegraph Company has just entered into an agreement with the United Air Lines which

permits it to act as ticket and reservation agent for the air firm. All prospective users of airplane service may now book reservations or purchase tickets without extra charge from either the Postal Telegraph Company or the Western Union Telegraph Company.

Cooperative Weaving Started in Stafford

A cooperative textile mill venture was launched in Stafford about the middle of May, in which the weavers will make cloth, sell it and divide the profits. It is said that twelve weavers have entered an agreement and assumed the responsibility for the project, which is now in operation in the Orcuttville mill of the Phoenix Woolen Company.

Social Workers Honor John H. Goss

At their 22nd annual meeting held in New Britain during the last week of April, the Connecticut Conference on Social Work elected John H. Goss, vice-president of Scovill Manufacturing Company, Waterbury, as its president for the coming year.

Time Differences Often Overlooked by Business Men

"Even in this cosmopolitan day and time," declared A. J. Collier, superintendent of the Hartford Western Union Office, "Mr. Business Man sometimes loses sight of the fact that when it is closing time in the East, the business day still has three hours to go in San Francisco. At 5:00 p. m. there is still time for the East to wire the West and obtain consideration of a matter the same business day. Overlooking these differences has wasted time and money for many business men."

The standard time map on page 7 shows the latest time zone revisions and may be helpful to those who wish to utilize the power of the business telegram, now so widely used in selling, buying, and collection work.

HADFIELD, ROTHWELL, SOULE & COATES

Certified Public Accountants

HARTFORD-CONNECTICUT TRUST BUILDING

HARTFORD, CONNECTICUT

THE FIRST-STAMFORD NATIONAL BANK & TRUST CO. BUILDING

STAMFORD, CONNECTICUT

FIRST NATIONAL BANK BUILDING

BRIDGEPORT, CONNECTICUT

With the advent of daylight saving time, consideration must be given to the fact that Western Union time is invariably standard time according to the time zone in which the message originated and that local time in many communities is one hour different. Daylight saving time is now in effect in the following towns in thirteen states, and will remain for the most part in effect until September 25. These points are: *Connecticut*—All points; *Delaware*—New Castle, Wilmington; *Illinois*—Arlington Heights, Barrington, Berwyn, Blue Island, Chicago, Chicago Heights, Cicero, Des Plaines, Elmhurst, Evanston, Forest Park, Glencoe, Harvey, Highland Park, Homewood, La Grange, Lake Forest, Maywood, Melrose Park, Oak Park, Park Ridge, Waukegan, Wilmette, Winnetka, Wheaton; *Indiana*—Auburn, Decatur, Connersville, East Chicago, Fort Wayne, Gary, Goshen, Kendallville, Michigan City, South Bend, Valparaiso; *Maine*—Augusta, Bangor, Belfast, Brunswick, Camden, Dexter, Eastport, Gardiner, Livermore Falls, Lube, Machias, Madison, Portland, Rockland, Rumford, Skowhegan, Springvale; *Massachusetts*—All points; *Michigan*—Charlevoix, Dowagiac, Escanaba, Gladstone, Ishpeming, Munising, Niles, St. Ignace; *New Hampshire*—Concord, Franklin, Laconia, Nashua, Portsmouth; *New Jersey*—All points; *New York*—Albany, Bronxville, Buffalo, Brewster, Cairo, Canajoharie, Catskill, Chatham, Dobbs Ferry, East Aurora, Ellenville, Glens Falls, Gowanda, Greenwich, Goshen, Haverstraw, Hoosick Falls, Hudson, Hudson Falls, Ilion, Johnstown, Larchmont, Liberty, Kingston, Little Falls, Lockport, Mamaroneck, Mechanicsville, Middletown, Millbrook, Monticello, Mt. Kisco, Mt. Vernon, New Rochelle, New York City and suburbs, Niagara Falls, Nyack, Ossining,



Standard Time Map of the United States

Peekskill, Pelham, Port Chester, Port Jervis, Poughkeepsie, Rhinebeck, Rome, Saratoga Springs, Saugerties, Scarsdale, Schenectady, Suffern, Tannersville, Troy, Tarrytown, Utica, Warrensburg, West Point, White Plains, Yonkers; *Pennsylvania*—Aliquippa, Ambler, Ardmore, Bangor, Beaver Falls, Bristol, Bryn Mawr, Canonsburg, Carnegie, Chester, Coatesville, Conshohocken, Corapolis, Downingtown, Easton, Ellwood City, Erie, Harrisburg, Homestead, Irwin, Johnstown, Jenkintown, Kennett Square, Koppel, Lancaster, Lansdale, Lansdowne, Lebanon, Marietta, McKeesport, Media, New Brighton, New Castle, Norristown, Philadelphia, Pittsburgh, Phoenixville, Pottstown, Reading, Rochester, Sewickley, Swarthmore, West Chester, York; *Rhode Island*—All points; *Vermont*—Bennington.

Peekskill, Pelham, Port Chester, Port Jervis, Poughkeepsie, Rhinebeck, Rome, Saratoga Springs, Saugerties, Scarsdale, Schenectady, Suffern, Tannersville, Troy, Tarrytown, Utica, Warrensburg, West Point, White Plains, Yonkers; *Pennsylvania*—Aliquippa, Ambler, Ardmore, Bangor, Beaver Falls, Bristol, Bryn Mawr, Canonsburg, Carnegie, Chester, Coatesville, Conshohocken, Corapolis, Downingtown, Easton, Ellwood City, Erie, Harrisburg, Homestead, Irwin, Johnstown, Jenkintown, Kennett Square, Koppel, Lancaster, Lansdale, Lansdowne, Lebanon, Marietta, McKeesport, Media, New Brighton, New Castle, Norristown, Philadelphia, Pittsburgh, Phoenixville, Pottstown, Reading, Rochester, Sewickley, Swarthmore, West Chester, York; *Rhode Island*—All points; *Vermont*—Bennington.

Veeder-Root Gets Large Signal Parts Order

Receipt of an order for 46 traffic actuated automobile signals for the city of Montreal, Canada, by the Automatic Signal Corporation of New Haven, has resulted in increased activity in the Veeder-Root, Inc., plant of Bristol. Veeder-Root, Inc., has been manufacturing the principal parts of the Automatic

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Signal Corporation's traffic devices for nearly a year. This order is said to have been one of the largest ever received by the New Haven company.

Royal Typewriter to Open Canadian Plant

According to a recent report, the Royal Typewriter Company will open an assembly plant in Montreal, Canada. Assembly plants have already been started by all other American typewriter companies.

Brown and Wilson made Directors of United Aircraft

Meeting in New York during the last week of April, stockholders of the United Aircraft and Transport Corporation elected Donald L. Brown vice-president and director of the company, and named Eugene E. Wilson a director. Mr. Brown is president of the Pratt & Whitney Aircraft Company and of United Airports of Connecticut, Inc., both of East Hartford. Mr. Wilson is president of the Chance Vought Corporation and chairman of the board of Hamilton Standard Propeller Company, also of East Hartford.

Industry Drafts Platform for 1932

Howell Cheney of Cheney Brothers, South Manchester, Connecticut, was chairman of the Drafting Committee of fifteen industrialists who, in the early part of May, met under the auspices of the National Association of Manufacturers to draft a 1932 program for industry. This is the fourth consecutive time in the history of national political campaigns that the Platform of American Industry has been drawn for presentation to both major parties.

Planks in the program are: Reconsideration of the prohibition question by resubmission of the issue to the people through constitutional conventions assembled in the separate states to consider this single issue; aid to employment stabilization by permitting industry a reasonable measure of self-regulation,—establishment of voluntary unemployment reserves by trade associations or individual plants,—opposition to compulsory doles; recommend tariff to protect the home market which will equalize any differences between foreign and domestic production costs,—due

regard to be given to the effect of depreciated currency on the importation of all commodities; abandonment of the experiment in government control of agricultural prices, production and surplus; adoption of a sound and permanent policy with respect to the collection of international debts and the interest upon them when the debtor nations have recovered from the world depression.

Other members of the Platform Committee from Connecticut were: James W. Hook and G. S. Barnum of New Haven; E. Kent Hubbard, president of the Association; Henry Trumbull of Plainville, president of the Connecticut Chamber of Commerce; John A. Coe and F. S. Chase of Waterbury; Clarence E. Whitney, A. C. Fuller, R. K. Knowlton and Samuel M. Stone of Hartford; and W. E. Wheeler, W. R. Webster, Willis F. Hobbs, A. T. Eastwick and H. B. Curtis of Bridgeport.

Maxim Again Heads Radio Group

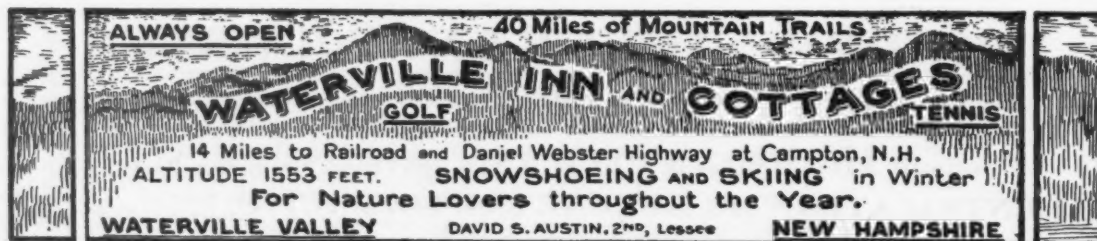
Hiram Percy Maxim, president of the Maxim Silencer Company of Hartford, was unanimously re-elected president of the American Radio Relay League at the final session of the annual meeting of the board of directors, held at the Hartford Club on Saturday, May 14.

Phone Employees Hold Conference in Norfolk

Management and employe delegates, representing 4700 workers in all departments of the Southern New England Telephone Company, discussed the results of operations and business prospects at their semi-annual meeting held in Norfolk, Connecticut, from Monday until Thursday, May 16-19. Both management and delegates were reasonably optimistic over the future outlook.

General Electric Buys Hartford Concern

The General Electric Company has recently purchased the Southern New England Electric Company, No. 103 Allyn Street, Hartford, with branches in New Haven, Bridgeport and Waterbury. Harry Rogers, connected with the General Electric Supply corporation branch in Charlotte, North Carolina, was named as supply sales manager of the newly acquired



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Hartford subsidiary. Robert Lewis, of the New York branch, has been named as appliance sales manager.

Wilson H. Lee Honored on 80th Birthday

Nearly 200 employees of the Wilson H. Lee Company gave a dinner at Pilgrim Lodge Monday evening, May 3, in honor of their employer's 80th birthday. The chief speaker of the evening was Edward Hesse, who has been with the company continuously for 49 years. Others who paid tribute to Mr. Lee were: Hubert Farnham of the Price, Lee Co.; E. C. Hodson of Fairlea Farms; Merton L. Griswold, president, National Bancservice Corporation of New York, and A. W. Lembach, who acted as toastmaster.

An impressive record of long time service of employees, revealed by John R. Demarest, treasurer of the company, showed that of 185 on the present payroll, 168 average 20 years of continuous service, and but 17 have been with the company for a year or less.

Mr. Lee, who is enjoying good health despite his years, attends business every day. His first business venture in New Haven was the publishing of the City Directory in 1875. His company now publishes approximately 70 in New England, New York and New Jersey cities. During his many years in business, Mr. Lee has attained prominence in four distinct fields—printing, advertising, banking and dairying. He has served as president of the United Typothetae of America, a director of the Advertising Federation of America, president of the Connecticut Dairymen's Association, vice-president of the State Board of Agriculture, member of the Connecticut Agricultural Experiment Station Board of Control and Connecticut State Food commission. He is now chairman of the Connecticut division of the New England Council, vice-president of the Eastern States Exposition and chairman of the Agricultural Committee of the Manufacturers' Association of Connecticut.

Henry & Wright Ship Presses to Mid-West Prison

The Henry & Wright Manufacturing Company of Hartford recently shipped two carloads of its new steel presses to Statesville prison, Illinois, for use in

automobile license plate manufacture. The shipment was said to constitute one of the principal purchases of presses by industrial or state institutions during the year.

The Henry & Wright company, well known to industry for many years as the builder of the Wright dieing machine and of sensitive drilling machines, during the past year, introduced a line of welded steel presses. The company is said to have enjoyed a very gratifying business on this new line during the past six months and now ranks approximately 25% higher in activity than the average for the machine tool industry.

Putnam Citizens Meet Pledge to Belding-Heminway

The Citizens' Committee, in charge of raising \$6,000 to help defray expenses of moving the Belding-Heminway Company's machinery from Belding, Michigan, to Putnam, reported the successful completion of its campaign on May 12. Already \$3,000 has been turned over to the company and the first of the machinery has arrived in Putnam. As soon as the machinery has been set up, the company will hire approximately 400 employees. To date, however, there have been more than 800 applications made for these positions.

E. H. Crosby Dies at Hartford Home

Edward H. Crosby, vice-president of Veeder-Root Incorporated, died at his home at 252 Edgewood Street, Hartford, on the morning of April 30.

Born in Yarmouth, Nova Scotia, 64 years ago, Mr. Crosby learned his trade as a machinist and was first employed in Boston and New York. His first position in Hartford was that of a toolmaker at the Pratt & Whitney Company plant. Entering the employ of the Veeder Manufacturing Company in December, 1895, four months after its organization, Mr. Crosby was finally made superintendent, and had a large part in the development of Mr. Veeder's many inventions in counting and registering machines. Later in 1923, when the Veeder Company was merged with the Root Company of Bristol, Mr. Crosby was

The Byrolly Transportation Company

A Motor Truck Service That Meets Shippers' Demands

GENERAL OFFICE—WATERBURY, CONN.

We operate OVER-NIGHT SERVICE TO ALL POINTS in Connecticut, Rhode Island and southwestern Massachusetts

These Offices Insure Prompt and Efficient Byrolly Service:

Springfield, 4-2110, 4-2119
Worcester, 4-0907
Boston, Capitol 6363

Providence, Gaspee 2143
Waterbury, 5-1180, 5-1189
Hartford, 2-0517

New Haven, 6-2585
Bridgeport, 3-3159
New Britain, 559

Stamford, 4-0405
Holyoke, 7499

made factory manager, and in 1931 elected vice-president and made consulting engineer.

Mr. Crosby was a member of the American Society of Mechanical Engineers, the Central Baptist church, Hartford Lodge, F. & A. M., and the Hartford Get-Together Club.

Non-Sinkable Boat Now Made by Dauntless Shipyard

A safe, practical, combination boat for the use of children and adults, called "Puddle Duck", which may be utilized as a row boat, sail boat or outboard, is now being manufactured by the Dauntless Shipyard, Inc., of Essex, Connecticut. The boat is 11 feet 3 inches long and has a beam of 5 feet and retails for \$125.00, completely equipped with non-sinkable air tanks, sail, a set of oars, and life lines. The boats are available in red, white or blue and because of being "foolproof" are especially adapted for children's use.

Smaller Industries Conference to Meet in July

A conference to consider management problems of the nation's smaller industries will be held at Silver Bay, New York, on Lake George, July 11 to July 16, under the auspices of the Silver Bay Industrial Institute.

The general theme of this year's conference will be "New Levels of Management Effectiveness—The Job Ahead," and the conference will take stock of the effects of the present economic situation on smaller industrial companies. Among the subjects to be studied and discussed will be the relation of the size of an industrial unit to success, a review of the problems to be considered in keeping the smaller company alive in the face of all the hazards, risks, and obstacles to be met; the principles and considerations of good management with a consideration of finance, sales, production and personnel from the small company point of view. Other topics of discussion will be "The Application of Budgetary Control to the Smaller Industrial Unit," "Adjusting Production Costs to New Price Levels," "Practical Methods of Determining Production Standards and Application of Payment Schemes to Plant Employees," "Marketing Research and Analysis," "Advertising," "Industrial Stabilization and the Economic Problems of Employees" and "Cooperation Between Smaller Industries and Relationship with Business and Trade Associations."

Among those active in arranging details of the conference in Connecticut are: W. A. Dower, Manufacturers' Association of Connecticut, and Howard S. Smith, Trumbull Electric Mfg. Company, Plainville.

Winchester Increases Employment

During the past four months the Winchester Repeating Arms Company has increased its working personnel by 500. It is understood that many of the orders recently received by the company were placed earlier than usual because of an anticipated tax on shells.

Connecticut Chamber Holds Annual Meeting

For the sake of economy the 33rd Annual Meeting of the Connecticut Chamber of Commerce was limited to one session following luncheon at the Hotel Bond, Hartford, on Thursday, May 24. Speakers who gave their views on the symposium of Connecticut business were Richard M. Bissell, president of the Hartford Fire Insurance Company, who spoke on "The Economic Import of Connecticut's Insurance Institutions"; Chairman James W. Hook of the State Unemployment Commission, subject "The Pros and Cons of Unemployment Reserves for Connecticut Employes"; and Robert H. Knowlton, vice-president of the Connecticut Light & Power Company, subject "As Seen Through Public Utility Eyes."

Mr. Bissell stressed the economic value of insurance companies to Connecticut. Mr. Hook set forth the good and bad features of compulsory state unemployment insurance.

Please turn to page 17

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912. OF CONNECTICUT INDUSTRY, published monthly at Hartford, Conn., April 1, 1932.

STATE OF CONNECTICUT
COUNTY OF HARTFORD

Before me, a Notary Public in and for the State and county aforesaid, personally appeared C. L. Eyanson, who, having been duly sworn according to law, deposes and says that he is the Managing Editor of the CONNECTICUT INDUSTRY and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc. of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Editor	L. M. BINGHAM
Publisher	MANUFACTURERS ASSO. OF CONN.
Managing Editor	C. L. EYANSON.
	1605 Boulevard, W. Htfd.

2. That the owner is the Manufacturers Association of Connecticut, officers of which are as follows:

E. KENT HUBBARD, President, "Arawana", Middletown, Conn.
JOHN H. GOSS, Vice-Pres., 70 Hillside Ave., Waterbury, Conn.
ROBERT C. BUELL, Sec.-Treas., 49 Pearl St., Hartford, Conn.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

C. L. EYANSON,

Asst. to the President.

Sworn to and subscribed before me this first day of April, 1932.
M. T. Montgomery, Notary Public.
My commission expires Feb. 1st, 1935.

With Our Advertisers

CONSOLIDATED HAD SMALL BEGINNING. Like many other successful companies, the present Consolidated Motor Lines, Inc., was also started in a small way when in 1907 Joseph Arbour, with the aid of a horse and second-hand fire truck began to make deliveries in New Britain. Now, after 25 years of expansion through good service, management, and mergers with several other companies, the present Consolidated organization operates over 200 trucks, and their door-to-door delivery service extends from the northern coast of Maine to Washington, D. C. The company also maintains convenient offices in practically all of the important trading centers in this area.

MINNEAPOLIS-HONEYWELL PRESENTS ALL-ELECTRIC THERMOSTAT. The Minneapolis-Honeywell Regulator Company of Minneapolis, Minnesota, has just scored a new triumph in its half century of automatic heat control engineering by introducing an All-Electric Clock Thermostat, which is said to make the Minneapolis-Honeywell system the most completely automatic control yet devised. The All-Electric Thermostat, requiring no winding, is the ideal master thermostat in automatic heat control systems for factories, offices and apartment buildings where time control of variations in temperature and zone regulation of heat is required. It is particularly qualified for the master heat control of buildings where heat is not needed during certain hours of the night or over holidays and week-ends.

The Modustat, a self contained automatic room temperature control valve for individual radiators, is also a Minneapolis-Honeywell product which permits the occupant of a single office or room to regulate the temperature in his own quarters above or below the automatically controlled temperature in other portions of the building. Once set to the desired temperature, the Modustat automatically lets enough steam through its orifice to give an even temperature regardless of fluctuating outside weather conditions. It is available in models for direct, concealed or cabinet radiation, and with either a hand wheel or key set adjustment.

Writing in a recent issue of Power Magazine, a Hartford engineer made the following statement concerning the value of temperature control: "Thermostatic control of any heating system is desirable as a convenience; but it is necessary if economical operation is desired. Before the installation of thermostatically controlled valves in one plant, two men were constantly occupied on the day shift changing



The Belgian National Society for the Construction of Workmen's Homes, a semi-governmental organization, had constructed or had under construction on December 31, 1931, 53,075 lodgings, of which 42,537 were one-family houses.

In an effort to increase passenger traffic, British railway officials have recently inaugurated what is known as "mystery trains" headed for destinations unknown to the passengers.

The Japanese have just invented a new magnetic alloy which is claimed to have twice the magnetic strength of k. f. steel, to cost one-fifth as much and weigh 20% less, and to be more durable.

Strong French competition has failed to win over thousands of Roumanian women who still prefer American brands of lipstick.

Japanese cotton mills in the Shanghai district opened for daytime operation with one-half of their force on April 26.

The Chilean Ministry of the Interior is attempting to pass a law through Congress which will permit the sale of auto licenses on the installment plan.

Heavy demands for service by motor car owners abroad has been directly responsible for keeping many foreign automobile dealers in business during recent months.

valves on steam lines to direct the flow of steam to the part of the plant that was coldest, and, after that part warmed up, to choke off some of the steam and direct it to another cold part. Naturally, this was never satisfactory from any consideration, and was expensive."

The Minneapolis-Honeywell advertisement, appearing on page 2 of this issue, is the first of the fourth series of advertisements this company has placed in CONNECTICUT INDUSTRY. The Connecticut factory office of the company is located at 740 Capitol Avenue, Hartford.

Departmental News

Accounting Hints for Management

Contributed by Hartford Chapter, N. A. C. A.

SUGGESTIONS ON SALES ANALYSIS. A dominant problem facing industry today is that of sales promotion and stimulation. Sales are almost universally gauged by total dollar value. Supplemental analyses may indicate amount of business by lines of product or by districts. But how many concerns have analyzed their sales by customer industries? It is true this query may not be applicable to all businesses. If the accounting records are designed to furnish this information, however, if applicable, it may disclose possibilities of new business in lines heretofore barely touched. Having obtained such information from statements furnished by its accounting department, an optical company was amazed to find it had barely scratched the surface of the possibilities for its products in industrial fields.

It is not uncommon for concerns to employ specialists in their established fields of activity. The company referred to in the preceding paragraph found it profitable to consult specialists in other lines in order to obtain new ideas for adapting its products to varied consumer possibilities. The proper classification of the expense incurred for such exploration may be a nice problem for the accounting department to decide.

Another change in operating policy which has had beneficial results was to organize the sales activities by lines of product rather than by areas or territories.

ORGANIZATIONAL VALUE OF VACATIONS. The annual vacation season with its numerous complications and inconveniences nevertheless has decided merits from an organizational viewpoint.

It is assumed that the benefits of periods of relaxation to the individual are conceded. The change of scenes and activities for a brief spell generally results in renewed vigor and energy notwithstanding the natural reluctance to get back into harness.

The advantages of vacation programs to the organization are not always as apparent—the attendant inconveniences are viewed as necessary evils. In the organization, it emphasizes the necessity of having an understudy for every key position; and the vacation period affords such understudy an opportunity to function and show his merits. From the viewpoint of internal check, free access to the records by another is apt to disclose any existing irregularities which a clever employe may be able to conceal as long as

he is constantly in charge. In some organizations vacations are compulsory; the enforced relinquishment of duties has the salutary effect of impressing the fact that none of us is indispensable to the continued existence of a business.

Transportation

RAILROADS CLAIM LARGE PAYROLL INCREASE IF SIX-HOUR DAY IS ADOPTED.

Representing the New York Central Railroad at a recent hearing of the Interstate Commerce Commission on the six-hour day proposal of the railroad union, Jacob Aronson, general counsel of the company, claimed that the six-hour day, if adopted, would increase the payrolls of class 1 carriers by approximately 25%. He said that such an increase in 1930 would have resulted in failure to meet fixed charges by approximately \$100,000,000 and that the total increase would have been in excess of \$600,000,000. Mr. Aronson stated that his company had assumed that the application of the principle of the six-hour day meant that carriers will be required to pay the same amount for a basic six-hour day as they now pay for a basic eight-hour day.

NEW HAVEN WINS OVER COLONIAL.

The "New Haven" Road gained a victory in its fight with the Colonial Navigation Company over operation of its Long Island Sound steamship lines, operated through the New England Steamship Company, when the Interstate Commerce Commission authorized continuance of the six New England Steamship Company lines on April 28. These lines operate between New York and Bridgeport, New Haven and New London, Providence and Fall River and New Bedford, and between New Bedford and Woods Hole, Mass., and the islands of Nantucket and Martha's Vineyard.

In its decision, the Commission held that the Connecticut River line service, suspended last year, cannot be restored without further application to the Commission.

FASTER FREIGHT SERVICE FROM PITTSBURGH DISTRICT.

Faster freight service from the Pittsburgh district to New England, which will insure a third morning delivery in Boston, has just recently been announced. The movement of traffic originating in the Pittsburgh district served by the freight flyer known as the "Vulcan" is now being scheduled to provide connection with a new

fast train operating between Enola, Pa., and Boston, carrying perishables into New England from the west and south.

NEW ENGLAND DIVIDED ON FOUR-SYSTEM PLAN OF RAIL CONSOLIDATION.

Arguments presented to the Interstate Commerce Commission on April 26 by representatives of the New England Governors and business organizations reveal a sharp division of opinion on the four-party railroad consolidation plan. Details will be furnished on request.

Foreign Trade

The following reports on world economic conditions are based on cable and radiograms received by the Department of Commerce from representatives abroad and from current reports regularly distributed by leading foreign trade organizations.

CZECHOSLOVAKIA. Bankruptcies decreased in March over the previous month while reorganizations increased; losses from bankruptcies decreased in March while losses from reorganization increased over the previous month.

ENGLAND. Credit and collections fair; banks showing leniency toward outstanding obligations; old established plants which are able to show a turnover sufficient to cover overhead and meet payroll, even when not earning a profit—experience little difficulty in securing reasonable and necessary credit.

FRANCE. Credit and collection situation better than any surrounding European countries; banks are cutting down amount of credit, even to best customers while collections are becoming more difficult to deal with every day; bankruptcies slowly increasing each month.

GERMANY. Collections generally poor, but state of Württemberg in better condition than Baden because of diversification of industry; number of bankruptcies decline 12% in March from February.

NORWAY. Little demand for credit; collections generally slow with wholesalers and retailers on granting credit; number of delinquent accounts increasing; caution urged in dealings with firms which have not established a reputation for reliability.

SWITZERLAND. Importers giving sixty-day terms instead of thirty to small retailers; 5% discount offered for cash instead of 3; bad debt losses few; bankruptcies unimportant in recent weeks, but number of small firms and individuals declared bankrupt on increase.

CANADA. Banks extending credit only on best securities; wholesale-retail hardware and implement dealers report slow collections and sales on account

of farmers being without cash; installment collections slow.

COLOMBIA. Very few settlements being made to American exporters for merchandise shipped on credit during prosperous times, collections very slow and impossible in many cases.

ECUADOR. Banks report collection of drafts on firms of good standing as satisfactory; caution should be exercised in granting credit in proportion to the capital and reputation of the firm.

NEAR EAST. Credit and collection conditions very unsatisfactory; trade difficult and money very scarce.

POLAND. Money tight, collections slow and credit losses continue heavy; ability of farmers and peasants who constitute two-thirds of the population, continues to decline; banks pursuing stringent credit policy in an effort to increase their liquidity; protested notes have increased from 9.5% in 1929 to 15.1% in February, 1932.

BRAZIL. Slight improvement noticed in commerce, industry and credit; April 29 decree requires immediate liquidation of local current bank accounts carried in foreign money into milreis at the rate effective on publication date.

CHINA. Withdrawal of Japanese troops from Shanghai district increases confidence in trade outlook; silver stocks in Shanghai very large, with investors reported seeking outlets through real estate and construction lines; possible relief through Government's exemption of export duty seen for silk industry; Manchurian situation unimproved on account of military activity.

INDIA. Business extremely dull with recent slight improvement in American bazaar lines threatened by unfavorable exchange.

JAPAN. Slight decline in exports and imports for April; cotton textile trade anticipates 20% increase in second quarter of this year over same period of 1931; committee organized to encourage domestic industry recommends 101 domestic products to be given preference over imported articles when purchased for government use. Included in the list are scales, motors, industrial machinery, chemicals and electric appliances.

PHILIPPINE ISLANDS. Commodity prices decline further in past month; credit situation requires caution.

CANADIAN-NEW ZEALAND PREFERENTIAL TARIFF. Under the terms of the Canadian-New Zealand preferential tariff agreement presented to the Canadian House of Commons on April 27, the contracting parties, in general, grant one another full

British preferential tariff rates excepting on selected lists of products, including meats, certain canned goods and other food products, on the part of Canada; footwear, agricultural machinery, automotive vehicles, certain lumber, construction materials, etc., on the part of New Zealand, on which special rates are granted, higher in some cases and lower in others than the British preferential rates, but lower in all cases than the general tariff rates. Further detailed information on these tariff rates is available to interested members on request.

Legislative News to May 21

CURRENT SUMMARY. All ears are to the ground these days listening for tremors from Washington. Only the mentally deaf fail to hear them and observe the "scared stiff," stagnating reaction in business circles throughout the nation. These Washington reverberations are besmirked with "political first's" and "country last's,"—attuned in turn to the mightiest of the would-be "sacred cows" who have been stampeding the tax hearings; to those powerful organized minorities who successfully ballyhoo alarm, and to the "balloon minds" of Congress who float around in a fog of "sectional bigotry," blissfully ignoring ground signals of their real bosses—the now thoroughly aroused citizenry of the United States.

All in all, Congress has been about as orderly during the past month as a herd of sheep in the presence of a coyote. A stampeding house riddled a nonpartisan economy bill leaving only \$34,000,000 in savings out of a proposed \$205,000,000 budget cut. More determined than ever to save his economy program from ruin, President Hoover used the newspaper gavel twice with apparent good results. It produced resentful acquiescence in Congress and the plaudits of thousands of Rooseveltian "forgotten men." Now after several White House conferences the Senate Committee is gunning for \$300,000,000 in economies.

Plastered with new amendments, the patchwork Tax Bill, H. R. 10236, finally reached the Senate floor. The bill, together with the proposed omnibus economy measure, theoretically balanced the budget. Proposed import tariffs on oil, coal, lumber and copper, inserted by the Finance Committee, started a continuous display of fireworks, the most threatening of which was exhibited by Senator Tydings who promised to filibuster by introducing 500 tariff amendments, if the import duties were not eliminated from the measure. However, a coalition now seems to be in the making which will have sufficient power to pass the bill, including the import duties, by June 10.

Senator Robinson proposed a bond issue of \$2,300,000,000 for direct federal relief to needy cities

and states; a part to be used to feed the destitute and the remainder loaned for self-amortizing public works. President Hoover countered by offering to enlarge R. F. C.'s borrowing capacity from \$1,500,000,000 to \$3,000,000,000; proposing to loan \$300,000,000 to needy states (not cities), \$40,000,000 to be set aside to aid agricultural exports and \$1,160,000,000 to be loaned direct to industries which are able to show production contracts. In all probability a compromise will be worked out and legislation passed to make it effective before the end of this session.

Hopes of adjournment by June 10 seem to be more remote with the passing of each bickering day. Night sessions are now in progress with convention plans thrown into the discard in favor of continuing the session until the budget is theoretically balanced and emergency job legislation passed.

A FEW ACCOMPLISHMENTS. Senate committee investigation of bear raider activities is furnishing a plentiful supply of damaging ammunition for future market restriction and banking legislation. Senate declines to unseat Senator Bankhead of Alabama in favor of Thomas Heflin. President Hoover vetoed the new Democratic tariff bill and was upheld by the House. House passed the Goldsborough bill designed to stabilize purchasing power of the dollar at the average level between 1921 and 1929. Present chances of final passage almost nil. Senate passed Hale's "Big Navy" bill directing the President to build the Navy up to full treaty strength at a cost of \$786,055,000. Senate adopted emergency House resolution to appropriate \$500,000,000 for the government printing office. House approved economies in War Department appropriation bill reducing officer personnel by 2,000 and saving \$3,814,823.

IMPORTANT DEVELOPMENTS. Outside of, but related to politics, was a last minute announcement that Owen D. Young was named as chairman of a committee of twelve powerful business leaders whose avowed purpose is to break the jam of idle credit which has been steadily piling up in New York banks as a result of fear of passing it along to industry and commerce. Since Mr. Young's appointment followed on the heels of a meeting of Federal Reserve Governors in Washington, it is generally conceded that this latest emergency move was launched at the suggestion of or with the "God speed" of the administration. It is also looked upon as a forerunner and proving ground for similar committees in each Federal Reserve District, whose combined efforts will be directed toward reviving our half-starved commercial and industrial extremities with health-giving shots of credit.

Current Talking Pictures



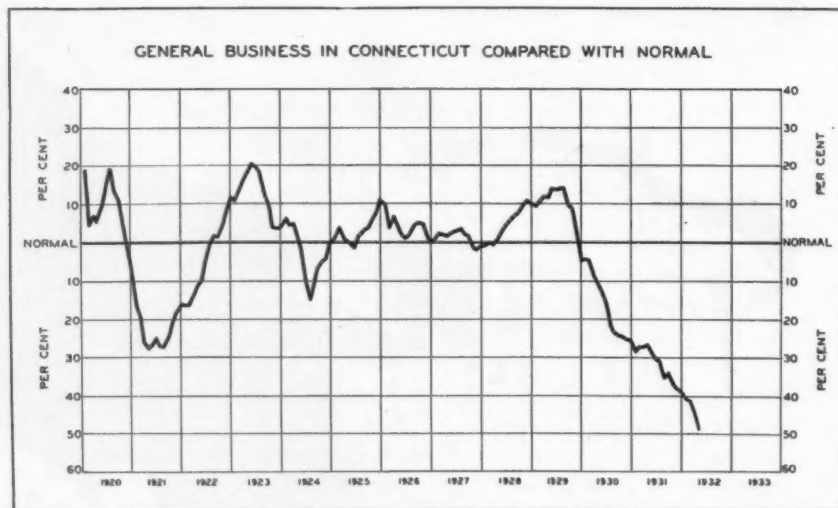
HOW'S BUSINESS

H.R. MICK

General Summary

General business activity in Connecticut receded sharply during April. Manufacturing activity declined more than was customary between March and April, the number of man-hours worked and employment in factories both falling substantially. Freight car-loadings which are also indicative of changes in manufacturing activity, receded to a new low level. Cotton mill activity, due to a program designed to keep production in line with sales was further restricted. Bank

the March level. Automobile production, on the other hand, while still at a low level, increased over March by more than the average increase in past years. This was due mainly to increases in output of the new Ford although output of Chevrolets and Plymouths was also higher than in March. In connection with the new Fords, it is currently reported that unfilled orders aggregate some 400,000 units and that production schedules will be rapidly increased until assemblies total 5,000 per day by early summer. The increase



debts to individual accounts and metal tonnage carried by the New Haven Road remained unchanged from a month earlier.

In the United States, the decline in general business activity during April closely paralleled that in Connecticut. However, there were certain developments which should have a favorable effect on the future trend of general business in the country as a whole. Relatively large recessions occurred in such general indexes as electric power production, freight car-loadings, bituminous coal production and cotton consumption. The output of pig-iron and steel ingots fell only slightly more than seasonally expected from

in automobile output for all manufacturers has continued well into May contrary to the usual seasonal tendency and has resulted in increases in steel mill activity which are also unseasonal in character.

The trend of wholesale commodity prices continued moderately downward during April and the first half of May, the index of wholesale prices being on May 7th less than 1% lower than four weeks earlier. During the interval, the price of farm products declined 4%, hides and leather products and house furnishing goods 3% and foods, textile products and building materials 2%. Retail food prices again declined and on April 15th were 1% lower than a

month earlier and 30% lower than the 1929 average. No change occurred in the prices of metals and metal products, chemicals and drugs and miscellaneous items. Fuel and lighting items, due to further strengthening of oils and gasoline, advanced 3% during the four week period.

Financial

New corporations formed in Connecticut during the four weeks ended May 7th numbered 12% fewer than in the corresponding period a year earlier and the total capitalization involved fell 19%. The number of business failures was also higher than a year ago and total net liabilities were abnormally high due to one large failure. The decline in the number of real estate transactions and the total amount of mortgage loans from a year ago reflected decreased activity in this field. Sales of new ordinary life insurance increased contrary to the normal trend.

Favorable developments in financial affairs included the continued restriction of bank failures to a small percentage of the total during the winter months, the further withdrawal of funds from hoarding and the introduction of an easy money policy by the Federal Reserve Board designed to aid member banks and make their loaning policy less stringent.

Construction

Although new building construction contracted for during April remained at a low level, average daily contracts awarded in 37 eastern states, according to the F. W. Dodge Corporation, increased by more than the usual seasonal amount over March. In Connecticut, road construction work featured the month. Wage rates for practically all employes in the building trades were lowered in Waterbury and were also lowered in the case of plumbers in New London and carpenters in Wallingford.

Labor and Industry

Manufacturing activity in Connecticut plants was sharply curtailed during April. The index of man-hours worked, after allowance was made for the usual seasonal decline, fell to 48% below normal compared with -44.3% in March and -30.6% in April, 1931. Employment also was lower, this index falling to -32.4% in April against -29.6% in March and -17.6% a year ago. In the number of man-hours worked, the decrease in New Haven factories was somewhat less than that usually experienced. In Bridgeport, Bristol, Meriden and New Britain on the other hand, a large decrease in man-hours worked took place. Of the cities reporting employment in factories, Torrington concerns had more employes on their pay-

rolls than a month earlier but plants in Hartford and Waterbury curtailed their forces drastically.

Factory employment and factory payroll totals in the United States also declined substantially in April, the most pronounced decreases being registered in the woolen and worsted goods, cotton goods, agricultural implement and radio industries.

Trade

After a very poor showing in March, retail trade picked up briskly in April. The index of sales of department stores in the United States during the month stood at 81 compared with 72 in March and 78 in February. This index, of course, takes into consideration the number of days in the month and the average seasonal swings. Stocks of goods on dealers' shelves remained conservative. Collections were poor to fair.

Transportation

As mentioned above, freight car-loadings in Connecticut cities continued to recede during April. However, loadings of automobiles and building materials increased seasonally over March and only a small decline took place in loadings of bituminous coal. Loadings of merchandise in less-than-carload lots experienced a decrease somewhat larger than seasonal in extent. During the four weeks ended May 7th, freight car-loadings originating in 14 Connecticut cities declined 18% compared with a year ago while in the entire United States, a decrease of 27% occurred.

Industrial Briefs

Continued from page 10

ployment reserves, voluntary contributory unemployment reserves and non-contributory unemployment reserves. Mr. Knowlton struck a body blow at propaganda and public opinion which would lower public utility rates to a point where they too would be reduced to business cripples, no longer able to pay a fair dividend on the capital invested.

General directors elected for two years were: Percy Ainsworth, Rockville; E. G. Buckland, New Haven; John B. Byrne, Hartford; F. G. Hughes, Bristol; and F. W. Mercer, New London.

Group directors for two years were: Agriculture, Commissioner S. McLean Buckingham, Hartford; banking, Charles E. Hoyt, South Norwalk; industry, Frank Cheney, Jr., South Manchester; insurance, William L. Mooney, Hartford; public utilities, J. K. Punderford, New Haven; trade and commerce, James L. McIntyre, Hartford.

SERVICES AT YOUR DOOR

An alphabetical list of accessible services recommended to Connecticut Industry readers

ACCOUNTANTS

BAKER-GOODYEAR CO.
Systems - Audits - Tax Advisers
Trust Co. Bldg. New Haven

**HADFIELD, ROTHWELL,
SOULE & COATES**
Certified Public Accountants
Hartford - Bridgeport - Stamford

HENRY KNUST
Certified Public Accountant
Conn. and N. Y.
15 Lewis Street Hartford

ARCHITECTS—ENG'N'RS
MYLCHREEST & REYNOLDS
Let us plan and Supervise the construction of your new factory units
238 Palm St. Hartford, Conn.

Ask about rates for one or more of these spaces.

COAL

T. A. D. JONES & CO., INC.
24 hour service to Connecticut Industries
New Haven — Bridgeport

ENGRAVERS

DOWD, WYLLIE & OLSON
Advertising Art & Photo Engraving
106 Ann St. Hartford

EXPORTS

Consult me regarding economical handling of Foreign Business.
CHARLES A. KEOUGH
47 West 34th St. New York

FENCING

THE JOHN P. SMITH CO.
Distributors for Page fence. Manufacturers of Wire Cloth.
497 State St. New Haven

FORWARDING AGENTS

E. HENNIGSON CO., INC.
Expert Service on Foreign Shipments
15 Moore St., Int. Com. Bld., N. Y.

... Watch

this page each month for additional names of companies rendering some reliable service to industry.

... Query

Readers desiring to purchase merchandise or services not listed here will be given the names of reliable firms upon inquiry to this department.

... Listing

Copy for listing in this department must be received by the 15th of the month for publication in the succeeding month's issue. We reserve the right to refuse any listing.

HEAT REGULATORS—

Minneapolis-Honeywell Heat Regulator Co., Inc.
A regulator for every need
740 Capitol Ave. Hartford

INSURANCE

AMERICAN MUTUAL LIABILITY INS. CO.
Workmen's Compensation Ins.
Boston - Bridgeport - Hartford

THOMPSON & PECK
Agents of Atlantic Mutual Ins. Co., N. Y.—Marine, Yacht, Transportation Insurance
185 Church St. New Haven

Ask about rates for one or more of these spaces.

PRINTERS

THE CASE, LOCKWOOD & BRAINARD CO.
Printers and Binders
Trumbull St., Hartford

ROOFING

THE JAMES WILSON ROOFING CO., INC.
Roofing of every kind furnished and installed
New Haven Waterbury

SHIPPING BOXES

THE HINDE & DAUCH PAPER CO.
Paper boxes for every need
Sandusky, Ohio

TRANSPORTATION

AMERICAN-HAWAIIAN STEAMSHIP CO.
Coast-to-Coast Freight Service
New York — Boston

DOLLAR STEAMSHIP LINES, INC., LTD.
Inter-coastal—Far-East and Mediterranean freight steamer Service
New York Boston

CONSOLIDATED MOTOR LINES, INC.
Trucking Service between Maine and Washington, D. C.
Hartford Conn.

The
BYROLLY TRANSPORTATION COMPANY
Specialists in Overnight Deliveries
Waterbury, Conn.

Materials — Equipment — Buildings

●● Materials for Sale

COLD rolled steel in coils and in squares, condulets and fittings, remnants of covering materials—velours, velvets, mohair, tapestries, denims, chintzes, and cretonnes, semi-finished and castellated U. S. S. nuts, pulleys, flat and crown face-steel and cast-iron; new shaft hangers, brass wire, brass rods, aluminum tubing, cold drawn steel—mostly hex; miscellaneous lot of material used in the manufacture of molded rubber parts and flooring, knife switches—new and many sizes; carload C. I. drop bases, No. 1025 steel in sizes 4' x 2' and 6' x 2'; lead pipe, lead sheet, acid proof pipe fittings, 124 bars screw stock varying thicknesses and lengths, white absorbent tissue process from cotton, rotary converter, colors and dyes—large variety, lacquers—several hundred gallons in assorted colors; and soft anneal copper with high silver content in rolls. J. H. Williams wrenches in assorted sizes.

●● Equipment for Sale

ACCUMULATORS, annunciators, baskets, beaders, beamers, bearings, belt stretchers, blowers, boilers, braiders, bronze runners, cans, cards, woolen; car loaders, chain, chairs, champfer, clocks, time recorders; clock systems, colors and dyes, compressors, condulets, converters, conveyors, cookers, cooking utensils, doubliers, draftsman's table, drop hammers, drops, board; drums, drying racks, dyes, engines, evaporators, extractors or percolators, fans, filtering carbon, folders, forming rolls, frames, furnaces, gears, generators, grinders, grind stones. Grinding wheels, guiders, headers, lamp shades, lathes, lifters, looms, De Laski circular; machines, automatic; machines, calculating; machines, compressing; machines, dieing; machines, drilling; machines, filing; machines, filling; machines, folding; machines, knitting; machines, mercerizing; machines, milling; machines, pipe-cutting and threading; machines, pleating down, machines, riveting; machines, screw; machines, threading; machines, tongue and groove; machines, washing; mercerizer equipment; millers, mixers, mills, mills rubber; mixing rolls, motors, oil circuits; oven drawers, paints and lacquers; panels, planers, plungers, pointers, presses, profilers, pulley drives, pumps, reamers, receivers, rheostats, safe cabinets, saws, scales, screens, seamers, shapers, shears, spindles, spinning mules, steam tables, steam warmers, stitcher, 192 monitor corner box; switches, tables, tanks, toilet equipment, trucks, ash can; tube closers; wire, wire screw and yarders.

FOR SALE: One Brown 3,000-degree F. Pyrometer and Control; good condition. One Fire Door, 2½ inches thick, 91 inches high, 72 inches wide, unpainted; new, never been used. Atlas-Ansonia Co., New Haven, Conn.

●● Factories for Sale or Rent

FOR SALE OR LEASE: One sprinklered factory about 29,000 sq. ft. floor space, two boilers, centrally located in Danbury, Connecticut, known as the Peck Plant. Address S. E. 25.

FOR RENT: 2,000 sq. ft. to rent. Heat and light furnished. Especially adapted for assembly work. Under same roof with foundry, machine shop and plating equipment. Address S. E. 26.

FOR SALE: Factory buildings 66,500 sq. ft. floor space. Address S. E. 27.

FOR SALE: Chapin-Stevens Plant, Pine Meadow (New Hartford), Connecticut. Four 60 H. P. water wheels provide cheap power. Brick and wooden buildings, all thoroughly sprinklered.

Fray Plant, Bridgeport, Connecticut, about 35,000 sq. ft. factory space in brick buildings all thoroughly sprinklered. Hancock Avenue, Plant of American Tube and Stamping Company, large three story modern brick building. One large

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns.

single story brick building of 24,000 sq. ft., thoroughly sprinklered. Address S. E. 28.

FOR LEASE: Completely equipped foundry 75' x 185', two cupolas. Address S. E. 29.

FOR SALE: Brick building of fire-proof construction, 30,000 sq. ft., on lot with 160' frontage, located at 30 Elm Street, West Haven, Connecticut. Has dock on New Haven Harbor, two elevators, sprinklered and 150

H. P. boiler for heating. Address S. E. 30.

FOR LEASE: Small factory, large store house, water power, one-quarter mile from railroad, and on concrete trunk line highway. Address S. E. 31.

FOR RENT: Single story, 115' x 135', mill type construction, sprinklered and heated. Address S. E. 32.

●● Wanted to Buy

WANTED TO BUY: Quantity of No. 8 steel jack chain or hand chain. Manufacturers desiring to sell their surplus supply of this chain should send details in a letter addressed to S. E. 46.

WANTED TO BUY—USED EQUIPMENT—Must be in good condition and offered at a reasonable price. Items wanted are: 1 Mercurial barometer, 2 Pressure gauges, 1 Vacuum gauge, 1 Dead weight gauge tester, 1 Thermocouple potentiometer, 1 Steam calorimeter, 1 Universal Milling machine, 1 Universal Index Center 6-10", 2 Universal chucks, 1 Laboratory electric furnace, 1 Electric dynamometer, 10 Wattmeters: 5 single phase 3 K W 220 V, 3 single phase 1 K W 110 V, 2 single phase .5 K W 110 V. 10 Voltmeters: 5—110 V, 3—220 V, 1—3 V, 1—15 V. 10 Ammeters: ranges: 0—.5, 0—1, 0—5, 0—30, 0—50, 0—100, 0—10. 1 Frequency meter, 1 Impedance bridge, 4 Calibrated Inductances, 1 Wagner ground, 1 Audio Frequency Oscillator, 1 Wave-meter, 1 Vacuum tube voltmeter, 1 Bridge Amplifier, 1 Standard signal generator, 1 Calibrated Variable Condenser, 1 10-horsepower wound rotor motor, Several small motors for testing, 2 5-horsepower D C motors. Condensers: for filters and power factor control exp.: 2—½ K V A 220 V, 1—5 K V A 220 V, 1—1½ K V A 550 V. Load resistances for dynamometer, variable three phase units 5 K W 230 V. Assorted non-inductive load resistances. Inductances: Variable reactors 5 K V A 220 V .122 H and iron cores for same. Assorted air and iron core reactors. Transformers: 3—220—110 V 1 K V A Units, 2—220—110 V 3 phase 3 K V A Units. Assorted low power transformers. Mercury arc rectifier complete with tubes. 1 Hand operated induction voltage regulator, 2 drop-wire voltage dividers. Control equipment: relays, photo-electric tubes, switches. Welding equipment—gas—for cutting and welding heavy duty. Welding equipment electric (arc) 220 amp. capacity. Electric oven-temp. range 300-900 for core baking and drying purposes. Electric melting pot for melting aluminum—400 lb. load capacity. 1 Ammonia compression refrigeration unit, 1 Domestic refrigerator unit, 1 Small centrifugal pump, 1 Tool grinder for grinding purposes (electric), 1 Magnetic chuck for surface grinding machine, Distribution panel—110-220 single and three-phase power circuits, Starting panels for 5 and 15 horsepower motors, Meter panels with test plugs, 1 Standard regulator clock, 1 Recording thermometer, 1 Steam flow meter, 1 Uniflow steam engine, 1 Small two stage air compressor, 1 Small Diesel engine, 1 Small steam boiler, 1 Steam reciprocating pump, 1 Small surface condenser, 1 Small vacuum pump, 1 Small blower, 1 Small steam turbine, 1 Generator set, 1 Small hydraulic turbine, 1 Small Pelton wheel, 1 Surface grinding machine, 1 Synchronous converter or A C—D C m—g set 10 K. W. Address S. E. 45.

EMPLOYMENT AND SALES SERVICE

Engineering Talent ●● For Sale

A group of engineers of almost all types, qualified to do effective work that will mean ultimately better profit returns to their employers, have been listed in our files and by the Engineering societies. Let us tell you more about them.

PRODUCTION AND FACTORY MANAGER—18 years' experience. Particularly qualified to supervise issuing of factory orders, factory scheduling, stock records and material control, receiving and shipping. Accustomed to handling correspondence with selling branches and customers in regard to delivery and with sources of supply in regard to expediting materials. College graduate. 40 years old. Married. Recommendations as to ability, experience, reliability, character. Interested in any opportunity where his experience and ability might be of use. Address P. W. 176.

ACCOUNTING—COSTS—CREDIT—An accountant experienced in costs, credit and financial affairs is open for a position—capable of taking full charge of office. Can revise or install new systems. Can furnish best of references. Address P. W. 177.

ELECTRICAL ENGINEER—Married, 14 years' experience designing, drafting, engineering of power plants, substations. Expert in electric heating; electric home heating, industrial furnaces, water heaters and steam boilers. References all former employers. Address P. W. 178.

COST ACCOUNTANT—College graduate—competent to supervise cost work. Ten years' experience on costs, standards, piece work rates, analyses of production and sales costs and purchasing. Available because of curtailment of operations by former employer. Address P. W. 179.

INSURANCE MANAGER—ACCOUNTANT—ENGINEER—Capable Yale Sheffield graduate with wide experience in the engineering, cost and general accounting department of a large Connecticut manufacturer desires a stable position, preferably with a Connecticut concern, but will accept good offer anywhere in New England or New York state. For the past several years this man has had charge of all insurance matters and could capably fill the position of insurance manager, cost accountant, fixed capital accountant, property custodian or engineer. References. Address P. W. 180.

ENGINEERS—THIS YEAR'S GRADUATES—Six young graduates of a Connecticut college engineering course are seeking positions with Connecticut manufacturing establishments—ready to start work about June 15. All of these students have had working experience during vacations and are extremely worthy of consideration at the low salary they suggest. Address P. W. 181.

PLANT EXECUTIVE—A Connecticut executive, under 45, who has had 20 years' experience as plant executive along engineering and mechanical lines, whose record is above reproach, desires to locate with a Connecticut or New England manufacturer in a similar capacity. He is a member of the Society of Automotive Engineers, Universal Craftsman Council of Engineers, and holds a Captain's commission in the Ordnance Officers Reserve Corp. Salary open. Address P. W. 182.

MACHINE DESIGNER, ESTIMATOR, RESEARCHER—A Hartford man who has had thorough training and experience as a tool and die maker, draftsman, supervisor of drafting room and shop, estimator, research worker, designer of tools and special machinery, and has been in charge of time studies and rate setting, desires position with Connecticut manufacturer, preferably within commuting distance of Hartford. This man has had excellent connections in the past and was only recently released on account of lack of business. Address P. W. 183.

INDUSTRIAL ENGINEER—A technically trained executive, 17 years' experience both as a member of the staff of a professional firm of engineers and of the engineering staffs of individual firms. This man would make an excellent assistant to a major production executive. He is under forty, in excellent health and will consider any reasonable offer for his services. References and interview available by addressing P. W. 185.

JUNIOR ACCOUNTANT—A graduate of Boston University with a comprehensive knowledge of accountancy, together with seven years' experience confined to cost accounting, brokerage accounting and assistant to Certified Public Accountant, desires position with manufacturing concern along similar lines. References, further information or personal interview may be obtained by writing P. W. 186.

SALES — ADVERTISING — MANAGEMENT—Engineering graduate with wide experience in all three branches of business desires connection as sales manager, assistant sales manager, purchasing agent or advertising manager, with any reputable manufacturer or commercial organization, preferably in New England. Excellent references. Further details by writing P. W. 187.

ACCOUNTANT AND OFFICE MANAGER—28 years old with 10 years' experience in bookkeeping, accounting and office management work desires a position preferably with a Connecticut Manufacturing Company. The best of references from all previous employers. Address P. W. 188.

●● Sales Service

CASH WITH ORDER—offered by E. Taddei y Cia., Avenida Brasil, 3090, Montevideo, Uruguay, to Connecticut manufacturers of fast selling articles. Interested members should communicate direct.

WANTED—TO BUY STAPLE BUSINESS. An old established Connecticut manufacturer desires to purchase outright a small metal working or hardware manufacturing business, to add to present lines. Machinery, raw material and finished stock will be moved to purchaser's factory. Address S. E. 22.

WANTED—MACHINERY MANUFACTURING BUSINESS. An old, established Connecticut manufacturer wishes to purchase a small machinery manufacturing business to be added to present line—business would be moved to purchaser's factory. Send full information to S. E. 23.

INVESTMENT WITH SERVICES—Large soap manufacturer is interested in securing the services of a high grade salesman willing to invest some capital in the business. Address S. E. 44.

Stumped!

More than 300 engineers, accountants, plant managers, superintendents, office managers, draftsmen, designers, time study men, advertising men, sales engineers, general management executives, traffic men and chemists are listed at your Association as applicants for positions.

All of them are qualified in their own respective lines.

We are stumped on passing their value along unless members tell us of their personnel gaps.

Ask us to help you find the right man for the next position you wish to fill.

**The Manufacturers Asso.
of Conn., Inc.**

50 Lewis Street Hartford, Conn.

AMERICAN-HAWAIIAN'S
fleet of twenty-three fast freighters,
with two sailings weekly between
Atlantic and Pacific Coast ports,
affords the greatest frequency in
the intercoastal service.

**CAREFUL HANDLING
ON-TIME ARRIVALS
REGULAR SAILINGS
ECONOMY**



**AMERICAN-HAWAIIAN
STEAMSHIP COMPANY**
Superior Coast-to-Coast Service

Ready!

Aim!

Fire!

Rates
On
Request

They're off—those three bullets fired at random into a flock of sparrows perched in an apple tree. Nothing dropped but the spent bullets and the supply of shells owned by three boys.

MORAL

Train your advertising guns on a specific target—one worthy of bagging. Firing at random is pure waste. Connecticut Industry is aimed at over 90% of the industrial buyers in Connecticut.



Dollar Steamship Lines Inc., Ltd.

Express—Freight
Refrigerator—Passenger
U. S. Mail Services

FAST INTERCOASTAL SERVICE

WEST BOUND—From New York every Thursday;
from Boston every other Sunday.

EAST BOUND—From San Francisco every other
Thursday; from Los Angeles every other Saturday.

FAR EAST SERVICE

TO HAWAII, JAPAN, CHINA AND PHILIPPINES
—every Thursday from New York—every other
Sunday from Boston.

HOMEWARD—Fortnightly via California and
Panama via Straits Settlements, Colombo and Suez.

MEDITERRANEAN SERVICE

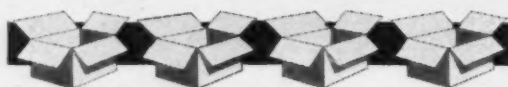
Fortnightly from Alexandria, Naples, Genoa and Mar-
seilles to New York and Boston.

For schedules, rates and other particulars address

Dollar Steamship Lines Inc., Ltd.

25 Broadway
Digby 3260
NEW YORK

177 State St.
Hubbard 0221
BOSTON



H. & D. Package Engineering Service is Free—Use It . . .



This mark as-
sures your cus-
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have guarded
against all rea-
sonable haz-
ards of trans-
portation.

Hinde & Dauch Package Engineers are show-
ing many manufacturers how to cut down pack-
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convenience and serviceability of their shipping
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His services are free. Use them.

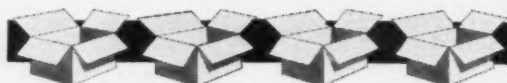
The Hinde & Dauch Paper Company Sandusky, Ohio

2 Lafayette St. Worth 1684 New York, N. Y.
E. H. Chandler, Representative, Bridgeport, Conn.
(Mail—Box 102, Fairfield, Conn.) Phone, 3-6677

*The Brooklyn
Box Factory of
The Hinde &
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Company.*



Hinde & Dauch *corrugated fibre* Shipping Boxes



INDUSTRIAL LEADERS . . .

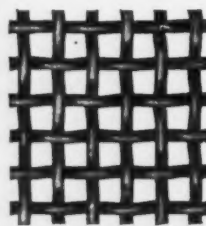
have long appreciated the
necessity of comprehensive
result-giving printed matter.
Whether it be catalog, direct-
by-mail literature or space,
quality in printing plates is of
the first importance. » » »

For eighteen years this organiza-
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giving" printing plates. » » »

DOWD, WYLLIE & OLSON, INC.
106 ANN STREET . . . HARTFORD CONN.

Fine
Printing
Plates
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All
Purposes

DIPPING BASKETS WIRE CLOTH



*Furnished in all
Metals and Meshes*

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